

For immediate release

Based on its New Concept Smart Work Gateway, Fuji Xerox Supports Work Style Reform by Partnering With Leading Cloud Service Players

Builds an Ecosystem that Promotes the Use of Cloud Services Together With Box, Concur and Sansan

TOKYO, October 12, 2016 – Fuji Xerox announces its new concept—Smart Work Gateway, which supports diverse workstyles to enable business persons to perform their utmost capability—, and as a first step to realize this concept, the Company has partnered with business cloud service providers, Box, Concur Japan, Ltd. and Sansan, Inc.

Fuji Xerox aims to create an ecosystem that embodies the Smart Work Gateway, where its multifunction devices, its own and partners' cloud services organically link. The ecosystem will provide a communications environment tailored to individual customers to support their workstyle reform, by enhancing business persons' productivity and work process efficiency.

To promote the use of such cloud services, Fuji Xerox has developed a new platform which facilitates linkage with third parties' services. In order to meet the needs of customers who require reform in business processes and work style, Fuji Xerox will continue to partner with more businesses in addition to the three leading cloud service firms.

Further, by using information collected through its own IoT (Internet of Things) technology and linkage with various cloud services, Fuji Xerox aims to be able to extract customer business issues and provide the optimum resolution by utilizing its long-cultivated technologies—language processing, image processing and knowledge processing—as well as big data analysis using artificial intelligence.

[Overview of the business cloud services to link with Fuji Xerox's Devices]

■ Accessing and printing data, anytime and anywhere

As an enterprise content management platform, Box helps more than 66,000 businesses around the world to manage, share, and collaborate on content. To support diverse working styles, Box will link to Fuji Xerox's printing environment inside and outside of the office. By accessing Box from a PC or mobile device, and with Fuji Xerox's software Cloud On-demand Print, users can print documents outside of the office, for example, at a convenience store. Users will no longer need to drop by the office on a day of field work or when working remotely, freeing them from location constraints.

■ Streamlining expense settlement duties

Fuji Xerox's digital multifunction devices will connect to Concur's cloud-based business trip expense management system, Concur Travel & Expense. By using a multifunction device, multiple receipts can be scanned, the device will digitally recognize the data on each receipt and automatically enters the expense data into Concur's system. This service frees workers from cumbersome expense settlement duties. This, in turn, increases productivity and enables paperless expense administration by eliminating the obligation to keep original receipts stored, thereby substantially cutting the costs of transportation, storage and administration.

■ Smooth management of business cards and its information

Promote workstyle reform by improving productivity and operational efficiency of the entire organization through effective information sharing. By scanning multiple business cards on a Fuji Xerox multifunction device which is readily available in an office, information on the business cards will be automatically registered through a cloud application into Sansan, a business card management service. Sansan will accurately input business card information in the database to be utilized and shared in an organization for sales activities or customer relationship management.

In addition to the above services, customers will be able to access other de facto standard cloud services* through Fuji Xerox multifunction devices, while the company continues to reinforce the current service with Cybozu, Inc.

* Box, Dropbox, Evernote, Google Drive™, OneDrive, SharePoint Online, Fuji Xerox Working Folder

The business community faces the challenge of enabling flexible, efficient working styles to achieve work-life balance. Amidst significant advancement in ICT innovation including cloud services and mobile technologies, Fuji Xerox believes that the key to balancing work and life is to boost the productivity of work processes by enabling an easy access to ever-increasing data and the efficient use of the necessary information anytime, anywhere and in the required format. Based on the Smart Work Gateway concept, Fuji Xerox innovates office work to help businesses reform work style.

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About Box:

Founded in 2005, Box (NYSE:BOX) is transforming the way people and organizations work so they can achieve their greatest ambitions. As a leading enterprise content platform, Box helps more than 66,000 businesses, including General Electric, KKR & Co., P&G and The GAP securely access and manage their critical information in the cloud. Box is headquartered in Redwood City, CA, with offices across the United States, Europe and Asia. To learn more about Box, visit www.box.com.

About Concur Japan, Ltd.:

Concur Japan, Ltd. is the Japanese subsidiary of America's Concur Technologies, Inc., the world's #2 business SaaS vendor for corporate clients. The company was established in February, 2011, with an initial capitalization of 400 million yen. Concur Japan provides back-office support services for employees, starting with Concur Expense, Concur Travel, and Concur Invoice, which are global-standard services in the travel and expense management field. For more about the company, see <http://www.concur.co.jp>.

About Sansan:

Since its founding in 2007, Sansan has focused on delivering its cloud-based business card management service for corporate users in Japan and beyond under the concept of "Business card management for your company, better teamwork and more sales, start with a simple scan". Sansan's business card transcription

service and cloud-based collaborative business card management software has empowered businesses to leverage and share their network as a company, enhancing productivity and unlocking new opportunities. Sansan is setting the standard in Japan for cloud-based business card management, with annually doubling numbers of users from over 4,000 premium corporate users including the Japanese Government (METI). Sansan is based in Tokyo, Japan, the United States and Singapore from October 2015. Learn more at www.sansan.com

About Fuji Xerox:

Founded in 1962, Fuji Xerox Co., Ltd. is a leading company in the Document Services & Communications field, offering solutions and services to help customers resolve their business challenges. Underlying our solutions and services are our world-class office multifunction devices, printers and production printers that we develop and manufacture for worldwide distribution. Together with cloud and mobile solutions, Fuji Xerox builds a communications environment that enable our customers to access the right information, at the right time, and in the right form—thereby contributing to their valuable communications.

Fuji Xerox is a 75-25 joint venture between FUJIFILM Holdings Corporation and Xerox Corporation, and its direct sales force covers Japan and the Asia-Pacific region including China. We employ approximately 45,000 people globally, with more than 80 domestic and overseas affiliates / sales subsidiaries.

www.fujixerox.com/

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